# Medium to Large Deals in Pipeline - Expansion: Average Wage
## Economic Development

**LouieStat**

**KPI Owner:  Rebecca Fleischaker** | **Process:  Business Expansion**

| Baseline, Goal, & Benchmark | Source Summary | Continuous Improvement Summary |
|---|---|---|
| Baseline:  TBD<br><br>Goal: TBD<br><br><br><br><br><br>Benchmark: TBD | Data Source: SalesForce<br><br><br>Goal Source: TBD<br><br><br><br>Benchmark Source: TBD | Plan-Do-Check-Act Step 1: Define the problem<br><br>Measurement Method: Average wage of company reported data<br><br>Why Measure: Higher wages improve local economy and quality of life; aligns with Metro Goal # 9<br><br>Next Improvement Step: Increase average wage of expanding existing businesses |

### How Are We Doing?

| Oct2010-Sep2015 5 Year Goal | Oct2010-Sep2015 5 Year Average | | Jul2015-Sep2015 Goal | Jul2015-Sep2015 Actual | |
|---|---|---|---|---|---|
| **TBD** | **$39,780** | | **TBD** | **$38,339** | |
| Dollars | Dollars | | Dollars | Dollars | |

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Good
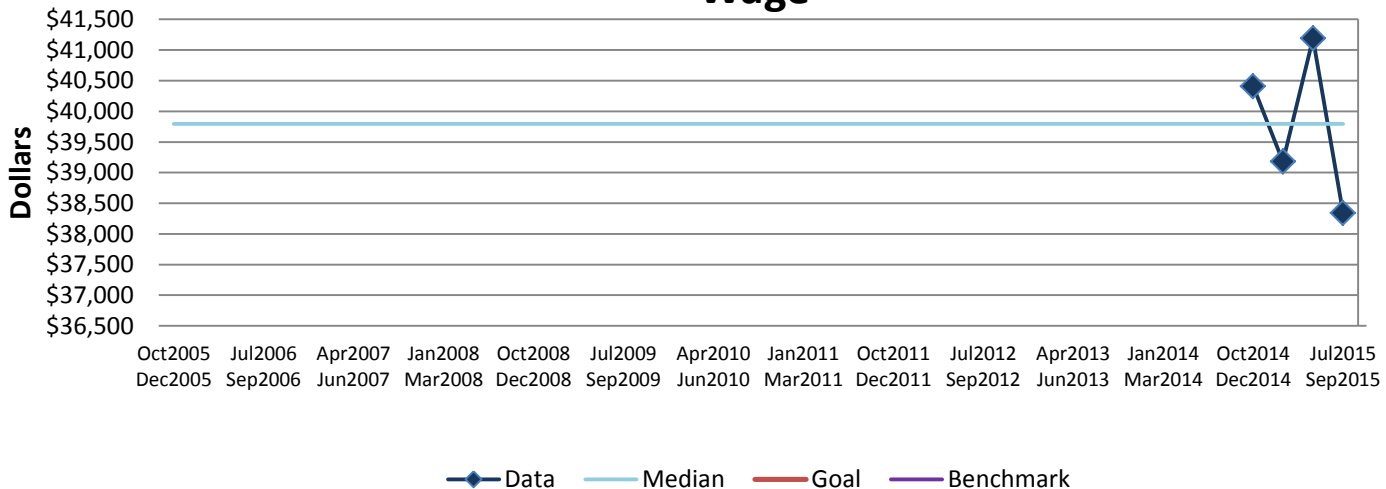


The seven basic quality tools, "5 Whys" technique, brainstorming and other methods will be applied to the measure graphed above. The purpose of using the tools/methods is to understand what makes performance less than desirable if performance is not best in class.

Report Generated:  10/23/2015

**Quarterly Measurement**

Data Expires:  10/27/2015